



G.M. RICHARDSON, JR.
Division Sales Manager

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Wallingford, CT 06492
203-265-4947
Fax 203-269-1360

June 1, 1993

To: 1124 1126 1128 1134
1228 1230 1232
1334
1422

[Handwritten signatures and initials]
D.M. *[Signature]* 1689
T&D *[Signature]* 1619
S.R.M. *[Signature]* 111
S.A.M. *[Signature]* 16/12/93

Subject: Sunoco Corporate Locations

Dear Managers;

Please review the attached Master Store List along with the letter sent by SCAM J. A. Morris on 9/30/92. In it he tells us that the supervisor has three options to choose from.

On November 16, 1992, SAM D. W. Keeney, sent out a letter to all divisions stating that Director of Merchandising, Walt Ward elected to go with Option B which is:

PREF PR CTR 4L3	\$100.00
PREF PRES ABC	85.00
EVD	15.00
SCPO C	55.00
TCM C	<u>45.00</u>
TOTAL	\$300.00

All locations with the Sunoco corporate ID# 1335-05-02 must go to the above plan effective 4/1/93.

*cc. Steve
Loeave
ANN*

"We work for smokers."

51849 9446

pg. 2
Sunoco
6/1/93

During my review of the Master Store List with Walt Ward, several discrepancies were noted by Walt and myself. Some of which included; volumes being lower than actual, frequencies that don't match, and several locations that should be eliminated from corporate pay registers. Also, locations on the Turnpike in NJ have gone to minimum pricing.

Please make the necessary changes prior to the Quarter Pay Register cutoff.

Thank you for your assistance. If you have any questions, or need anything further, please don't hesitate to contact me.

Sincerely,

George

G. M. Richardson
/ck

attachment

cc (w/o attach):

1130 1226 1524 1528
Walt Ward, Sunoco
RFK MAY JPR
PES BGN

M-2

51849 9447